

W91278-06-R-0105

Regional Geographic MATOC's in Support of Military Construction in the South Atlantic Division

FREQUENTLY ASKED QUESTIONS

The following are answers to the most frequently asked questions submitted as Requests of Information. **Questions** are shown in **BOLD font** and *answers in italic font*. You may submit RFI's by email to thomas.l.fultz@sam.usace.army.mil or FAX at 251-690-2327.

1. Section 952.000-4262 requests a bid guarantee in the amount of \$100,000. Is this a bid bond or a payment and performance bond? *It is a bid bond.*

2a. Section 00010, Bid Schedule, two-part question. Are we correct in assuming that offerors can provide additional classifications (e.g., Construction Manager, Purchasing Agent,) and levels (i.e., Senior Engineer, Principle Architect)? *No. There is no intention of allowing additions to the CLIN Schedule. Adding items may cause a "Price Proposal" to be excessive and can result in elimination from further consideration.*

2b. Additional classifications might better align by billings with established billing classifications - why not include them? *Task Order "Billings" will not be made from the CLIN items. See Section 01004, Paragraph 4.3 and 4.4, which relate to pricing of Task Orders under competitive and sole source situations. The CLINs provide some "pre-priced" items, with other costs that are not pre-priced to be developed per Section 01004.*

3. If a general contractor is using more than one design firm, how would you like the bid schedules to be filled out, since each design firm will have a different DCAA reviewed rate structure for their services? For price proposal evaluating purposes, you may wish to consider averaging them. However, their actual audited rates will be different. Please clarify how you would like us to handle this. *The unit prices entered on the CLIN Schedules for the design services are left to discretion the Offerors, who need to consider the arrangement with their designers (prime contractor-subcontractors or joint ventures), or whether the Offeror is a full service design-build firm. In pricing the CLINs, Offerors are reminded of the competitive nature of the RFP. (Use of the CLINs in pricing Task Orders is covered in Section 01004, "Outline of the Task Order Process").*

4. If an offeror is a joint venture of two firms, the DCAA rate structure and G&A markups may be different for each of the partners performing work. Would you accept separate Bid Schedules for each of the JV partners? For price proposal evaluation purposes, should we

combine the bottom lines in a ratio according to each partner's share in the JV? How would you like this information presented? A joint venture conducts business as one entity - not as two separate entities. Thus, CLIN Schedules (Bid Schedules) for each firm is not acceptable since that would not represent a single entity (the joint venture). Use of a ratio or other method of a shared overhead pool, as you suggest, is acceptable; however, also as you suggest, you should be in accordance with the terms of your joint venture agreement.

5. Are Offerors permitted to submit one technical proposal for all regions? Yes, one technical proposal may be submitted for application to all regions.

6. Section 00110, 2.3.1-Specialized Experience (TAB B), page 00110-4. Are Offerors permitted to reformat the form? Is there a page limit for Specialized Experience descriptions, i.e. does the entire project description need to fit on one page? While use of the forms is mandatory, continuation sheets may be used. See Paragraphs 2.3.2 and 2.3.3 of Section 00110. The only limit on Specialized Experience is the 5 to 10 project examples for the prime and design firm(s). The number of pages for each project is not limited. However, Paragraph 2.1 of Section 00110 limits the offer to one 2" three-ring binder, and states that "Offers should be concise..."

7. Section 00110, para 2.2. The RFP does not explicitly ask that key personnel be identified as part of the organization. If provided by an offeror, will this information be considered as part of the evaluation process? Are resumes required or are offeror's permitted to present qualifications of key personnel in tabular format? Paragraph 2,2 does not require resumes of key personnel; you should consider Section 00120 para. 3.2.1 Organization; along with para. 3.2.2.2 on how to demonstrate satisfactory, recent, related experience with the proposed organization. The offeror's organization, systems and plans; along with Past Performance of the offeror are being evaluated not key personnel experience.

8. Section 00110, 2.3.1-Specialized Experience (TAB B), page 00110-7 reference is made that the projects must be performed by the segment of the firm submitting the offer. For a firm that shares personnel, equipment and experience across divisions or subsidiaries, under what condition will that experience be evaluated? What evidence of information must be presented to demonstrate such intra-company relations? The evaluation of the experience of affiliated subsidiary or sister companies to the bidding division will be in light of the organization proposed in response to para 2.2. Organization and in particular to para. 2.2.2.2. Home Office Management and Support and para. 2.2.2.4 Construction Management Team. Also the Organization Chart (para. 2.2.3) should depict the full organization described in the narrative. The government may consider sister companies or affiliates as long as there is a full commitment of support and resources of the sister/affiliate companies to the Offeror. Letters of commitment from the sister/affiliate companies, signed by authorized persons (e.g., president of the firm), are acceptable evidence.

9. Section 2.3.2 requests five to ten examples of construction projects from the prime contractor only, effectively prohibiting offeror submission and Government consideration of construction

experience for a highly qualified first-tier subcontractor. Suggest changing the title of Section 2.3.2 from "Prime Contractor" to "Prime Contractor and First Tier Team Subcontractors" and changing the text such that the prime and each first tier subcontractor submit five to ten project examples. The Government chose not to evaluate construction subcontractors, in part, to allow the Task Order contractors to select their teams based on location and type of work included in a particular task order. If an Offeror chooses to include a "team" of construction subcontractors in their offer, the "teaming arrangement", and the commitment of resources of all team members to all projects in one or all Regions will have to be considered. The Government considers the requirement to "tie down" one team of construction subcontractors to cover all potential projects in an entire group or region, to be less competitive when it comes to award of Task Orders; as opposed to allowing the contractors to obtain competitive quotes from many sources, including "local" subcontract firms. Further, requiring identification of "teams" for each potential work site within a Region would require extensive effort on the part of the Offerors, and would overwhelm the evaluation process. In practice, identifying multiple teams will result in an Offeror's rating being based on the worst team of construction subcontractors.

10. Section 00110, paragraph 2.3.1 Specialized Experience - are Offerors allowed to present both (1) stand alone task orders and (2) multiple task orders under one contract as examples of project experience? Yes, an offeror may submit either or both (2) stand alone task order project experience or (2) the composite task order experience under a MATOC. But note that specific project details are requested in the RFP -- see Section 00120, Para. 3.2.2.2. Emphasis is placed on "projects" rather than "umbrella" type acquisition processes, such as IDIQ or JOC.

11. Section 00110 paragraph 4.0 Additional Submission Requirements: If requested, what will be required as part of the CLIN breakdown? See Note 4 at the end of each CLIN schedule. The labor CLINs are to include the labor taxes and insurance, health/morale/welfare costs, retirement costs, other fringe benefits and tools allowances, as may be applicable. These are the types of costs the government expects to see in a breakdown, plus any other costs or mark-ups the Offeror may include in their unit prices. For the non-labor categories, such as Office/Storage Trailers, the Offeror would be expected to provide a breakdown of the direct costs typically included in these unit prices, such as the trailer(s), utilities, etc.

12. Section 00110 paragraph 4.0 Additional Submission Requirements: When in the evaluation process do you anticipate such a request being made? The government generally requests breakdowns when it appears that discussions of prices are necessary. Depending upon the number of responses received for the MATOC, and the time needed to evaluate the offers and reach a decision whether discussions are required, breakdowns could be requested anywhere from 2 weeks to 2 months after the bid opening date.

13. Preaward Information clause in Section 00100 and the Specialized Experience submittal requirements in Section 00110, Para. 2.3, Item 4 asks for a list of present commitments. Would you like a list of contracts (IDIQ) or a list of active task orders within contracts? Do

you only want commitments on similar projects or all commitments? All commitments would be a large list for large companies, perhaps hundreds if it includes Task Orders. Would you like us to provide current contracts and the numbers of task orders on-going (e.g. 10 IDIQ contracts with 50 active task orders)? Would this only include government projects? You are to list your current contract commitments, including dollar amounts. If a contract is an IDIQ (for example), you should list the number and value of current task orders. If your list is lengthy, the list may be limited to the most relevant, on-going military and commercial construction projects. Although some information required by the Preaward Information clause in Section 00100 and the Specialized Experience submittal requirements in Section 00110, Para. 2.3, is the same, Section 00110 requires more detail. That is, Section 00110 requires a description of the scope of the project, your role on the project, the extent and type of work subcontracted, the beginning and completion dates, the owners' performance evaluation, and questions regarding termination or assessment of liquidated damages. On the other hand, the Preaward Information requires a project name, a dollar amount, manner of execution and the name and address of the owner (all of which are also required by Section 00110). The projects you list for Preaward Information may, or may not be the same 5 to 10 projects listed for Section 00110; you may have more than 10 projects to list for Preaward Information.

14. Will the Offerors which are awarded contracts be required to bid on every Task Order in their geographic pool? See Section 01004, Para. 1.5. which shows that a contractor's eligibility for award of task orders is partly based on quality of performance on current or past IDIQs. So, lack of participation in the task order process is evaluated. However, Para. 4.2 of the Section allows the contractor to advise the Contracting Officer, in writing, if they are unable to participate in submitting a proposal for a task order.
